Evavi – Attack letter draft for **3PLs** v1

Revised: January 7, 2010

Dear XXX –

I am writing to N1, N2 N3 and N4 as members of the executive team responsible for delivering results for your shareholders in the midst of deeply challenging economic times.

Improving the process of reverse logistics can effect net profits by as much 35 percent because:

* It costs an 200-300 percent more to process the return on an item then to sell it.
* Current business conditions have seen return rates increase to 4-8%
* Some industries have seen return rates increase to a level as high as 20%....... since the recession started

Reverse logistics much more complex than forward logistics and requires complex processes

Research shows that it takes on average12 steps to process inventory through reverse logistics for every one step required in forward logistics.

Evavi represents a new category of reverse logistics technology that drives costs out of the return process. Evavi provides real time inventory real-time visibility, and automated credit reconciliation. In short Evavi is the standard for taking cost out of the reverse logistics process.

We request a 30 minute conference call where we can share our ideas and experience. We have helped many others in the industry. We will be happy to share information about what we have done because we believe we can help your company as we have helped them

We look forward to talking soon

Sincerely,